

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Total Photographics, Inc.

Manufacturing Extension Partnership of Louisiana

Circuit Services Wins Grant To Improve Competitive Position

Client Profile:

Circuit Services, Inc. manufactures printed circuit boards, which are sold across the country. The company, founded in 1979, is located in Kenner, Louisiana, and employs 15 people.

Situation:

Circuit Services wanted to improve its competitive position within the industry (especially on a global scale), and decided to upgrade its information management system and obtain more training for its employees. The company asked the Manufacturing Extension Partnership of Louisiana (MEPoL), a NIST MEP network affiliate, for assistance.

Solution:

MEPoL collaborated with the Southwest Trade Adjustment Assistance Center (SWTAAC), an organization that assists U.S. manufacturing firms hurt by import competition, to help Circuit Services obtain funding to partially subsidize the services it needed. With assistance from MEPoL, the company applied for a grant from SWTAAC and received approval for \$30,000.

To date, MEPoL has assisted the company with two separate tasks partially funded by SWTAAC. For the first task, MEPoL reviewed the information needs of the company and designed a system to meet those needs. MEPoL also created and implemented an individualized software system to automate the information management system, and trained Circuit Services' employees to use the new technology.

For the second task, MEPoL helped Circuit Services purchase items necessary for the company's training efforts, including materials from the Institute of Printed Circuits. Circuit Services is also developing plans to form a training school in the New Orleans area, aimed at training others to work in the printed circuit boards industry.

Results:

Created software that is current and up-to-date with the electronics industry.
Improved competitive position to increase sales, resulting in 15 jobs retained.
Anticipate hiring 2 or 3 more employees.

Testimonial:

www.mep.nist.gov



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“I have been very pleased with the relationship we have formed with the Manufacturing Extension Partnership of Louisiana and the services they have made available. I have brought MEPoL into other businesses because I am pleased to share this valuable resource with my customers. The SWTAAC program introduced to me by MEPoL is also a good program that offers a great opportunity that businesses should look into, especially if they have been negatively impacted by imports and are on the fence about spending money for improvements, training, marketing, etc.”

Dan Sensebe, President